

Message Text

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43

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 051510Z APR 75
FM USINT BAGHDAD
TO IVAN L. JONES
GALION MANUFACTURING COMPANY
GALION, OHIO 44833
TELEX 987430
INFO USDOC WASHDC
SECSTATE WASHDC 1863

UNCLAS BAGHDAD 0388

E.O. 11652: N/A
TAGS: BEXP, IZ
SUBJECT: GALION T 400 GRADERS

REF: (A) USDOC 4695; (B) JONES TO GILPATRIC LETTER
MARCH 19, 1975

1. APRIL 5TH USINT COMATT VISITED SMIC DIRECTOR GENERAL
SHALAN. LEARNED THAT ON MARCH 27 RAFIDAIN BANK AIRMAILED
AMENDED L/C (VALID TILL SEPTEMBER 5, 1975 INCREASED BY
353,300 DOLLARS) TO BANK OF AMERICA NEW YORK.

2. SHALAN NOTED THAT L/C FOR SECOND GALION ORDER
(30 ADDITIONAL GRADERS) AT HIGHER PRICES HAD BEEN
DESPATCHED MARCH 15. ADDED GALION CAN EXPECT TO
CONTINUE RECEIVE SIMILAR ORDERS AT PREVAILING PRICES
PROVIDED DELIVERS FIRST ORDER (55 GRADERS) AS AGREED.

3. USINT COMMENT: SMIC CLEARLY PLEASED WITH FIRST
FIVE GALION GRADERS THAT HAVE NOW ARRIVED. SHALAN
UNDERSTANDS GALION'S NEED MAKE A PROFIT OVER THE
LONG HAUL. BUT PROFITS MUST BE VIA FUTURE CONTRACTS,
NOT THE FIRST CONTRACT WHICH SHALAN CONSIDERS A
CLOSED BOOK. OBJECTIVELY, FOR NEXT FIVE YEARS OR
MORE BOOMING ECONOMY OF IRAQ CAN PROBABLY ABSORB
UNCLASSIFIED

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GRADERS AS FAST AS GALION CAN PRODUCE THEM, AND
IRAQ IS NO LONGER A PRICE MARKET BUT A QUALITY-
PLUS-SPEED-OF-DELIVERY MARKET.
LOWRIE

UNCLASSIFIED

<< END OF DOCUMENT >>

Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
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Margaret P. Grafeld
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TAGS: BEXP, IZ
To: IVAN L. JONES
GALION MANUFACTURING COMPANY
GALION, OHIO
TELEX INFO USDOC
STATE
Type: TE

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